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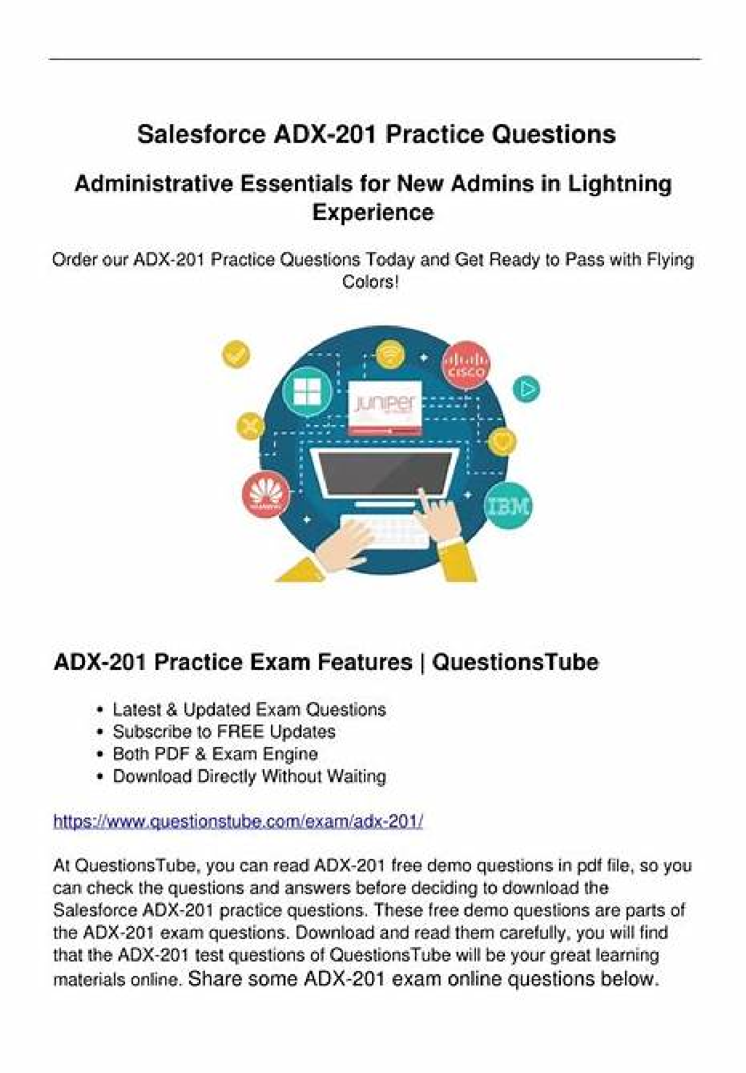

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Environment

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• Revenue Cloud Platform Concepts: This section of the exam measures the skills of Revenue Cloud Consultants and covers the foundational Salesforce features required to configure Revenue Cloud. It focuses on setting up flows, Lightning components, permission set licenses, and permission sets, while also identifying core platform capabilities such as Context Service, OmniStudio, the Business Rules Engine, and available APIs. The section also includes creating context-aware dashboards, selecting meaningful KPIs, and understanding the key Revenue Cloud objects, fields, and data relationships that support end-to-end revenue processes.
Topic 2	• Configure, Price, Quote: This section of the exam measures the skills of CPQ Specialists and focuses on customizing product configurations using the Product Configurator tool. It includes applying pricing procedures to different business cases, validating product attributes, and generating precise customer quotes. The section also evaluates the ability to use Agentforce and other relevant tools to meet customer requirements effectively.
Topic 3	• Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q29-Q34):

NEW QUESTION # 29
On the final day of User Acceptance Testing (UAT), a critical issue is discovered. The tester believes the critical issue is a bug, while the developer asserts it is working as designed. The business representative suspects a training issue, and the project manager views the critical issue as scope creep.
What is the next course of action to mitigate this critical issue?

- A. All involved parties should review the issue, cross-referencing against the approved business requirements, and collaboratively determine if it is a legitimate defect, a training gap, or a new requirement.
- B. Escalate the issue to the steering committee and request an exception to deploy the solution as is; given that it is the final day of UAT, there is no time remaining for further review.
- C. The consultant should review the critical issue, perform root cause analysis, reproduce the issue in the development sandbox, fix it to maintain the go-live date, and deploy it to UAT.

Answer: A

Explanation:
In Salesforce Revenue Cloud implementations, especially during User Acceptance Testing (UAT), it is common to encounter discrepancies in expectations versus system behavior. When stakeholders disagree on the nature of a critical issue - whether it is a defect, scope change, or training gap - the correct course of action is to collaboratively review the issue against the signed-off business requirements.
Per the Salesforce Implementation Best Practices, a triage meeting or working session involving the tester, developer, business stakeholder, and project manager should be conducted to:
* Review the documented business requirements and use cases
* Evaluate whether the issue represents a missed requirement, a misunderstanding, or a training need
* Reach consensus on how to classify and resolve the issue
Option A reflects this structured and collaborative approach.

Option B is premature escalation without due diligence and can lead to bypassing quality assurance.
Option C assumes the issue is a bug and skips the critical validation and stakeholder agreement process, risking scope deviation or misalignment.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce Partner Implementation Guide - "Managing UAT and Defect Triage":"Conduct issue triage sessions with key stakeholders to determine if findings are bugs, enhancements, or training gaps.
Always align resolution path with documented requirements."
* Revenue Cloud Delivery Framework - "Final UAT and Go-Live Readiness":"Do not assume issue type. Instead, validate all critical issues with documentation and team consensus." References:
Salesforce Partner Implementation Guide
Revenue Cloud Delivery Framework
Salesforce Project Governance and UAT Checklist

NEW QUESTION # 30
A customer currently owns subscription products with a term of 3 years. A ramped deal was configured to sell the products with a quantity of 20 in year one, 30 in year two, and 40 in year three. The list price of the product is US $1,000 per year.
The subscription started on June 24, 2025, and will end on June 23, 2028. Today's date is January 15, 2026.
What is the formula to calculate the current Monthly Recurring Revenue (MRR)?

- A. MRR = (20 × $1,000) / 12
- B. MRR = ((20 × $1,000) + (30 × $1,000) + (40 × $1,000)) / 36
- C. MRR = (20 × $1,000) / 36

Answer: A

Explanation:
Exact Extracts from Salesforce Billing and Subscription Management Guides:
* "Monthly Recurring Revenue (MRR) represents the recurring portion of subscription revenue normalized to a monthly value."
* "For ramped deals, MRR should be calculated based on the currently active ramp period."
* "When a subscription includes quantity changes by period, MRR is (active period's quantity × list price) ÷ 12." Step-by-Step Reasoning:
* Current Date: January 15, 2026 # within Year 1 of the ramp (June 24 2025 - June 23 2026).
* Active Quantity: 20 units.
* List Price: $1,000 per year.
* MRR Formula:
* Why A is Correct:Uses current active ramp period only, not the entire 3-year term.
* Why Others Are Incorrect:
* B: Divides by total months (36) - incorrect for monthly normalization.
* C: Aggregates all ramp years, not just the current active one.
References :
* Salesforce Billing Implementation Guide - Recurring Revenue Metrics (MRR/ARR)
* Salesforce Subscription Management Implementation Guide - Ramp Deal Revenue Recognition and Active Period Logic

NEW QUESTION # 31
A customer sells 10,000 different products in 38 countries. They plan to launch a new product which will be sold globally, as well.
However, due to security restrictions, the new product cannot be sold in two specific countries.
What should the product designer do to accommodate this restriction by creating a minimal number of records for the rules?

- A. Control availability with a recommendation rule.
- B. Control availability with a disqualification rule.
- C. Control availability with a qualification rule.

Answer: B

Explanation:
When controlling product availability across regions or conditions, Salesforce Revenue Cloud offers several rule types, including qualification, disqualification, and recommendation rules. In this case, the product will be available globally except for two countries - so the most efficient approach is to exclude those specific countries using a disqualification rule.
A disqualification rule removes a product from visibility during the selection or discovery process based on specific criteria - such as

geography, user role, or quote context. This method allows you to manage exceptions rather than defining complex inclusion logic, thus reducing the total number of rules and maintenance overhead.
* Qualification rules are ideal when you need to explicitly include products under specific conditions (e.
g., product visible only in certain contexts).
* Recommendation rules are not intended for access control but for suggesting complementary products.
Since only two countries need to be restricted, the disqualification rule provides the most scalable and minimal rule configuration.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Product Catalog Management Guide - "Product Availability Rules":"Disqualification rules allow you to restrict product visibility based on context definitions, such as geography or market segment.
They are most effective when access is generally open but limited in a few specific cases."
* CPQ Implementation Guide - "Managing Catalog Visibility":"Use disqualification rules to remove products from visibility under certain conditions, rather than building complex qualification logic." References:
Product Catalog Management Guide
Salesforce CPQ Implementation Guide
Revenue Cloud Rules Configuration Reference

NEW QUESTION # 32
A Revenue Cloud Consultant wants to customize the Transaction Line Editor to display an existing custom field, Estimated Delivery Date, for sales reps when they are working on Quote record pages.
What is the correct method to achieve this customization?

- A. Enable 'Instant Pricing' under Revenue Settings to automatically display all custom fields on the Transaction Line Editor.
- B. Add Estimated Delivery Date as a selected field to the Transaction Line Editor component in the Quote Lightning Record page.
- C. Add the Estimated Delivery Date field to the relevant Quote Line Item page layout to display the field in the Transaction Line Editor.

Answer: B

Explanation:
Explanation (150-250 words)
The Transaction Line Editor (TLE) in Salesforce Revenue Cloud provides a configurable grid interface for users to interact with Quote Line Items (QLIs). To display custom fields such as Estimated Delivery Date, administrators must explicitly add those fields to the Selected Fields list of the TLE component within the Quote Lightning Record Page.
This configuration determines which fields appear in the line editor and in what order. Adding fields to the Quote Line Item page layout (option C) does not affect TLE visibility because the TLE configuration operates independently of page layouts. Option B (enabling Instant Pricing) controls pricing recalculation frequency and is unrelated to UI field visibility.
Exact Extract from Salesforce CPQ Implementation Guide:
"To display a custom field in the Transaction Line Editor, add it as a selected field in the TLE component configuration on the record page where it appears." References:
Salesforce CPQ Implementation Guide - Transaction Line Editor Customization Salesforce Revenue Cloud Configuration Guide - TLE Field Selection and Layout Management Salesforce Solution Architect Handbook - Optimizing Line Editor User Experience

NEW QUESTION # 33
A streaming service company is implementing Revenue Cloud. The company strives to provide fast, reliable, high-quality streaming services. It is running a promotion for new customers offering a 100% discount on the first month. Streaming costs increase yearly, and the company wants to clearly show customers these price changes during the sales cycle. The minimum contract term is 36 months.
How should the Revenue Cloud Consultant meet this requirement?

- A. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Yearly.
Associate both segment types to the product.
- B. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Custom.
Associate both segment types to the product.
- C. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Monthly.
Associate both segment types to the product.

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Revenue Cloud Ramp Deals allow companies to present future pricing changes over time and handle introductory discounts, such as free periods.
From the Revenue Cloud CPQ & RLM Ramp Segment documentation:
* "Use Free Trial for introductory periods such as the first free month."
* "Use Yearly ramp segments when pricing increases annually."
* "Ramp Deals support multiple segment types on the same product, such as free trial followed by yearly pricing changes." Because the company needs:
* A free first month # Free Trial segment
* Annual price increases # Yearly segment
* A 36-month contract # Ramp segments cover the entire contract term
The correct configuration is to use Free Trial + Yearly segments.
Option A uses Monthly segments, which would not reflect annual price changes.
Option C uses Custom, which is not required and does not match the annual pricing need.
References:Salesforce CPQ & Revenue Lifecycle Management Implementation Guide - Ramp Deals; Product Ramp Segments; Free Trial and Yearly Segment Types.

NEW QUESTION # 34
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